


| Invoice - pay - ven/terms | In -En -Rv | MYS /qty - cost | P0 -billed |
|----------------------------|------------|-------------------------|--------------|
| 1-5237969 | 10/3/96 | •INVENTORY• 4 | |
| TECHDATA | 10/7/96 | 5,600.00 | 5,600.00 |
| TECHDATA N30 | 11/26/96 | P: 5,600.00 L: 5,600.00 | 12/5/96 |
| AP Posted | | | |
| 50-01138-21 | 2/5/97 | M97-24410 1 | 24410 |
| MicroD | 2/11/97 | 41.69 | 41.69 |
| MicroD N30 | 2/7/97 | P: 41.69 L: 41.69 | 3/5/97 *9375 |
| AP Posted | | | |
| 236139711 | 2/10/97 | Multiple 8 | |
| DEUTSCHE-PLS | 2/14/97 | 6,441.52 | 6,441.52 |
| MicroD N30 | 2/11/97 | P: 6,441.52 L: 6,441.52 | 3/5/97 * |
| AP Posted need cr. \$35.00 | | | |
| 11-38282-11 | 6/5/97 | Multiple 10 | |
| Merisel | 6/9/97 | 777.40 | 777.43 |
| Merisel N30 | 6/6/97 | P: 777.43 L: 777.43 | 7/25/97 *97 |
| 13-32564-11 | 6/1/97 | M97-24919 1 | 24919 |
| Merisel | 6/9/97 | 360.24 | 360.24 |
| Merisel N30 | 6/6/97 | P: 360.24 L: 360.24 | 7/5/97 *965 |
| 1012 | 5/21/97 | Expenses | |
| RX LANIER ELEC | 6/10/97 | | 900.00 |
| LANIER ELEC N30 | 00/00/00 | P: 900.00 L: 900.00 | 6/19/97 *96 |




Dupes

Options Exclusive

☐ Problems


☐ Vendor RMA

CBA




Sort


1 2



Sets



Find



New Records

R

◀ ||||

FIG. 89A

FIG. 108

| | |
|------------------|------------------|
| FIG. 108A | FIG. 108B |
| FIG. 108C | FIG. 108D |

| Income Statement 2 | | | | | Financials: IV | |
|---|---|--|-------|-------|---|------------|
| | | | | | <input type="checkbox"/> Trend Analysis | |
| Line | Column | Field | | | | |
| <input type="checkbox"/> Add <input type="checkbox"/> - <input type="checkbox"/> Delete | <input type="checkbox"/> Add <input type="checkbox"/> - <input type="checkbox"/> Delete | <input type="checkbox"/> Headers <input type="checkbox"/> Clear | | | | |
| Col-1 | Col-2 | Col-3 | Col-4 | Col-5 | Portrait | |
| Operating revenue | | | | | | |
| Gross Sales | | | | | B-Sales Income | |
| Less: Sales discount | | | | | B-Sales Discount | |
| Sales return and allowance | | | | | B-Sales Returns/All | Calculated |
| Net sales | | | | | | Calculated |
| Blank | | | | | | |
| Cost of good sold | | | | | | |
| Merchandise inventory start of period | | | | | B-Merchandise Inv | |
| Purchase | | | | | | |
| Less: Purchase discount | | | | | B-Sales Income | |
| Purchase return and allowances | | | | | | |
| Net purchase | | | | | B-Purchase Discount | Calculated |
| Add Transportation | | | | | B-Purchase Returns | Calculated |
| Net cost of purchase | | | | | B-Cost of Goods Sol | Calculated |
| Cost of good available for sale | | | | | | Calculated |
| Less: Merchandise Inventory - end of period | | | | | | |
| Cost of goods sold | | | | | B-Merchandise Inv | Calculated |
| Gross Margin | | | | | | |
| Blank | | | | | | |
| Operating expense | | | | | | |

FIG. 108A

Modify Records

Start Date Pick
End Date Pick

☐ Landscape

Reports used (Links)

Used by :

Chart of Accounts

| | |
|---------|-----------------------------------|
| BA 1210 | Trade Acct Receivables |
| BA 1215 | Accts Rcvbls - American Express |
| BA 1216 | Accts Rcvbls - Visa |
| BA 1220 | Notes Receivable |
| BA 1240 | Other Receivables |
| BA 1250 | Employer's Loans and Advances |
| BA 1410 | Merchandise Inventory |
| BA 1510 | Prepaid Expense |
| BA 1520 | Prepaid Fed. Corp. Tax |
| BA 1530 | Prepaid Franchise Tax |
| BA 1610 | Furniture and Fixtures |
| BA 1620 | Office Equipment |
| BA 1630 | Class Room Equipment |
| BA 1640 | Vehicles |
| BA 1650 | Leasehold improvement |
| BA 1710 | ACC. Depreciation - F&F |
| BA 1720 | Acc. Depreciation - Office Equip. |
| RA 1730 | Acc Depreciation - Class Room |

FIG. 108B

| BA | 1735 | ACC. DEPRECIATION - VEHICLES |
|----|------|--------------------------------|
| BA | 1740 | Acc. Depreciation - Lease Hold |
| BA | 1750 | Loans to Shareholder |
| BL | 2010 | Trade Accounts Payable |
| BL | 2020 | Auto Loan - Current |
| BL | 2030 | Loans Payable |
| BL | 2040 | Interest Payable |
| BL | 2050 | Accrued Payable |
| BL | 2055 | Accrued Expense Payable |
| BL | 2060 | Salary payable |
| BL | 2180 | Payroll Tax Payable |
| BL | 2310 | Sales Tax Payable |
| BL | 2360 | State Income Tax Payable |
| BL | 2380 | Fed Income Tax Payable |
| BL | 2450 | Long Term Debt |
| BS | 3120 | Common Stock |
| BS | 3200 | Dividend |
| BS | 3900 | Prior Year's Retained Earnings |
| IP | 4010 | Sales Income |
| IP | 4015 | Credit Card Accrued Income |
| IP | 4020 | Sales Discount |
| IP | 4060 | Sales Returns/Allowance |

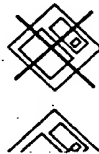


FIG. 108D

Fig. 112

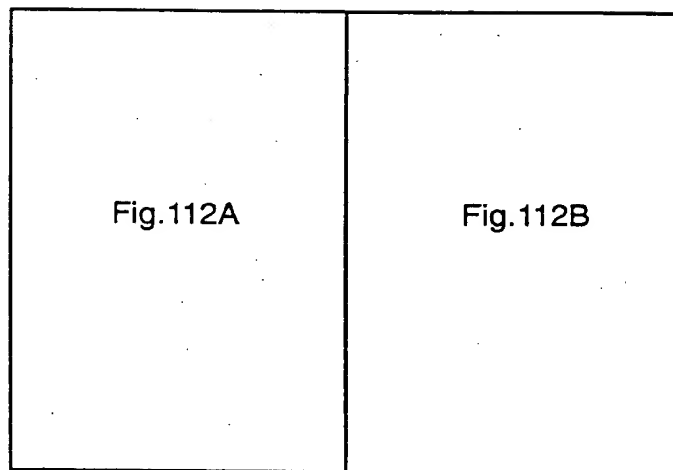


FIG. 112B

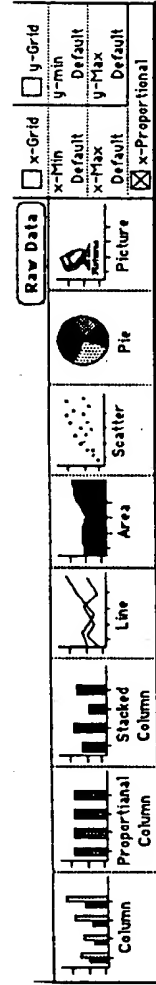
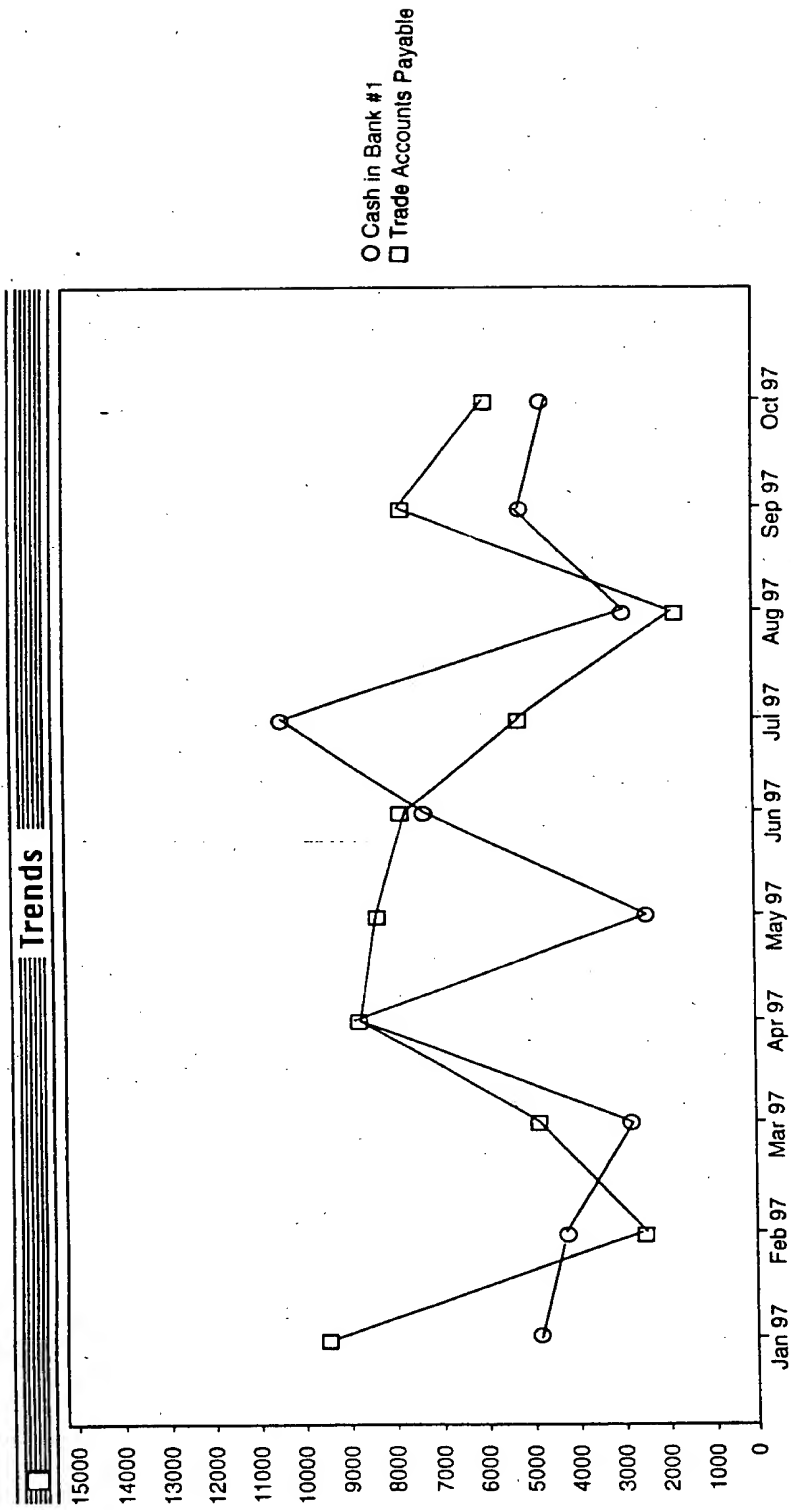


FIG. 113

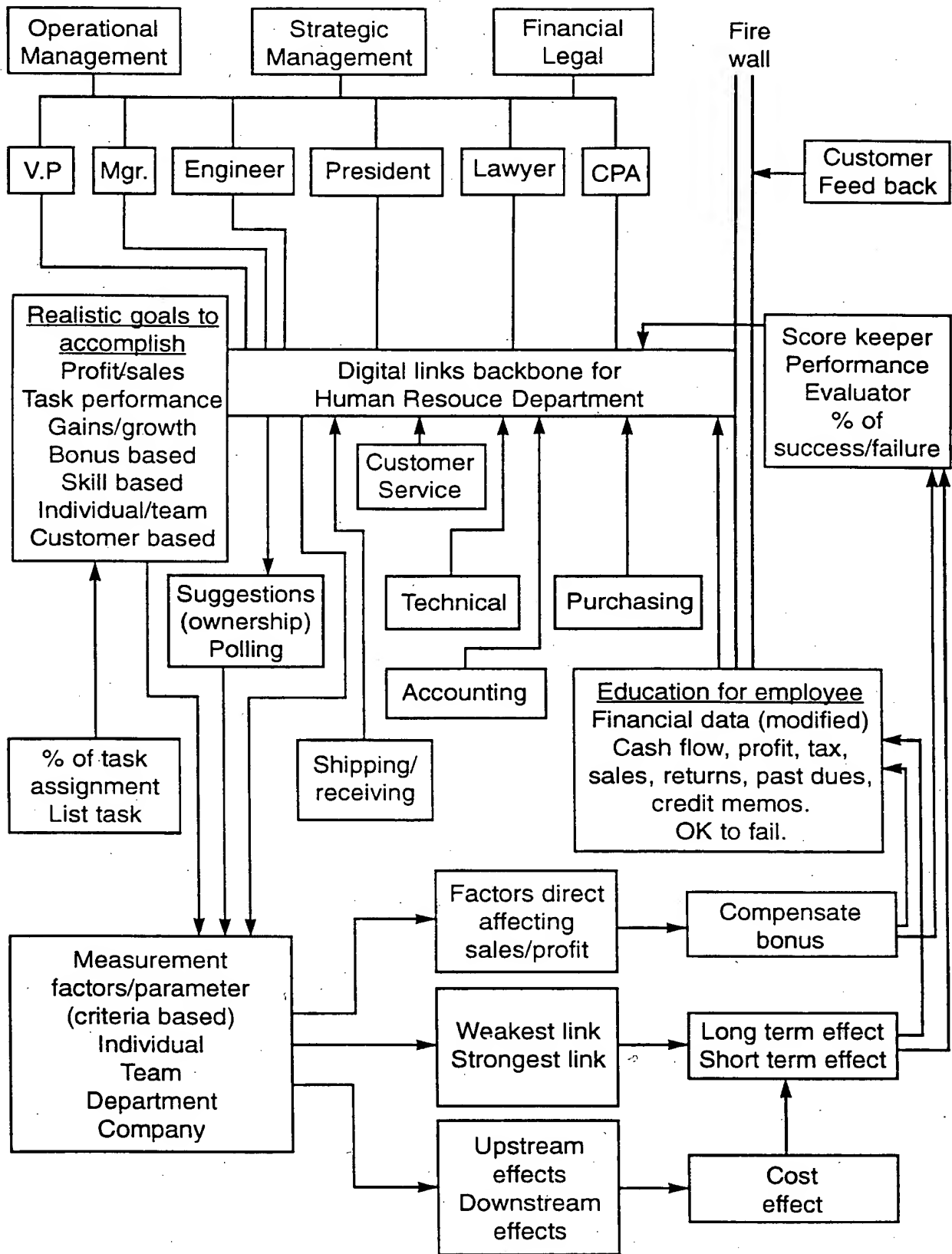


FIG.114

Fig. 115

Fig.115A

Fig. 115B

Candidate

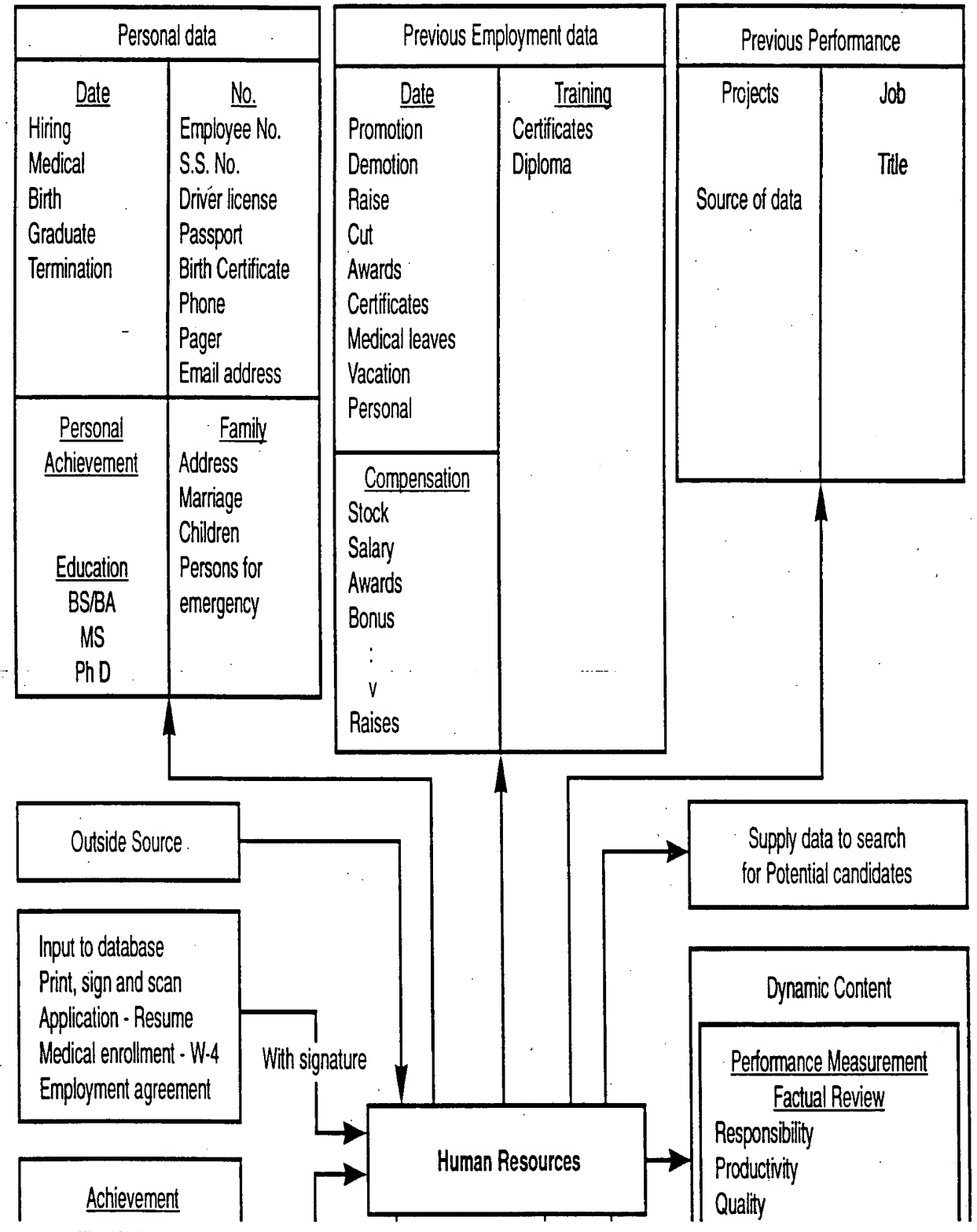


FIG.115A

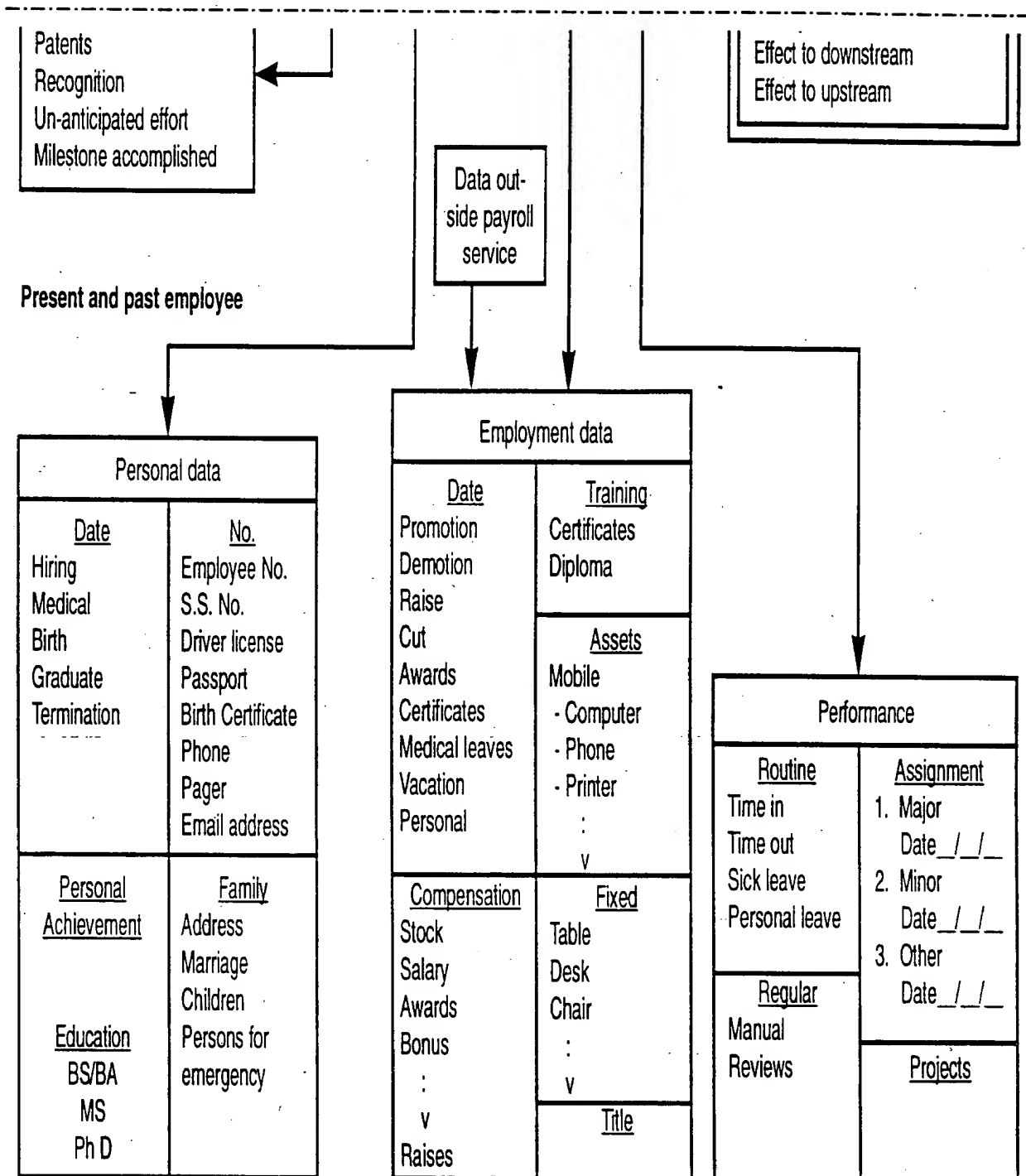


FIG.115B

Fig. 116

| |
|-----------|
| Fig. 116A |
| Fig. 116B |
| Fig. 116C |
| Fig. 116D |
| Fig. 116E |

Algorithm of Activity Data

| Major Measuring Category | | | | | | | |
|--------------------------|--|---|---|-----------------------------------|---|---|---------------------------------|
| Assignment | Qty by period | \$ by period | Time between date | Responsible Dept. | RMA | | Upstream |
| | | | | | Day between date | Amt. by period | |
| Quotes | No., No. convert to MWS | Total amt. Pcost,Scost Install cost Freight cost | Create date Post date Quote date | Sales | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Customer Service |
| MWS | Total items, Total amt | Total amt., Pcost, Scost, Install cost, Freight cost | Create date Reviewed post date | Sales Customer Service | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Customer Service Purchase |
| Cust.Inv. | Total Inv., Total RMA, # of 30days, 45 days, | Total amt. Sprice, Install cost, | Issue date Printed date Paid date | Account Receivable Shipping | V. rec.date V. Ship C.rec.date C. ship | Exp. V.cr. V. cr. C. cr. | Purchase A/R |

FIG.116A

| | etc. | Freight, Tax | Input | | Create date Fax | Rec. cr | | |
|----------|--|--|---|---|---|---|----------|-----|
| Ven.Inv. | Total Inv #, Past due # of invoices - 30, 60, 90 days | Total amt., Vcost, Pcost, Freight, Tax | Received from ven. Ship to cust. Due date Paid date Approved Scheduled Reviewed Entry Create date | Account Payable Engineering | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Purchase | A/P |
| Cust.Cr. | Total items Credit memo | Total cr., Sprice, Pcost, Restock, Tax | Create date Issue date | Account Receivable Sales Engineering | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Sales | A/R |
| Ven.Cr. | Total items Ven.cr. | Total ven. cr., Pcost, Vcost, | Ven.cr. memo Rcv'd date | Account Payable | V. rec.date C.rec.date V. Ship C. ship | Exp. V.cr. V. cr. | Sales | A/P |

FIG.116B

| | | Restock, Tax | Payment date | Sales | Create date Fax | C. cr. Rec. cr | | |
|--|---|--|--|---|--|---|--------------------------|----------|
| Engineering Install Assembly Test | Items/system Total MWS | Total Install cost, Install price, Ven. Install cost | Install date Completed Test date | Engineering/ Install/ Assembly/ Test | V. rec. date V. Ship C. rec. date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Purchase Sales Rcv | Ship |
| Ship Receive | Total Boxes Total Items | Total freight amount | Receive date Ship date | Ship/ Receive/ Inside Sales | V. rec. date V. Ship C. rec. date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Purchase | Customer |
| Ven. Payment | Ven. Invoices V.cr.memo Exp.cr.memo | Total amount, Total credit, Total check | Ven. payment Check Post Approve | Account Payable | V. rec. date V. Ship C. rec. date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Vendor Purchase | A/P |
| | | | | | V. rec. date | | | |

FIG.116C

| | | | | | | | | |
|---------------|-----------------------------|---|--|---|---|---|---------------|-------------------------------------|
| Cust. Payment | Cust. Invoices C.cr.memo | Total amount | C.payment Check Post Approve | Account Receivable | V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Ship Sales | A/R |
| RMA | Total RMA items | Total RMA credit | RMA V. rcv'd RMA V. ship RMA C. rcv'd RMA C. ship | CSR Sales Ship/Rcv Engineering | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Sales Rcv | A/P A/R |
| Customer | # of customer | Total \$ Total \$ per cust. % of Avg. of margin | Duration/customer Rate of growth/ period | Sales Account | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Sales | Purchase Customer Service |
| Vendor | # of vendor | Unclear inv. Inv. \$ Clear inv., % | Duration/customer Rate of growth/ period | Sales Account | V. rec.date V. Ship C.rec.date C. ship Create date | Exp. V.cr. V. cr. C. cr. Rec. cr | Purchase | Ship/Rcv Install/ Engineering |

FIG.116D

| | | | | | | | | |
|------------------------|---------------------------------------|---------------------------|---|--------------------------|---|---|--------------------------------|-------------------------------------|
| Purchase | Total Items Total MWS B/O items | Scost Pcost | Order date, MWS date, Rec'd date, B/O rec'd date, Item order date | A/P Buyer Sales | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Sales | Ship/Rcv Install/ Engineering |
| Commission/ earning | # of format | \$ Rate of increase | \$/period | Sales Purchasing | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | Vendor Customer Purchase | Customer Service |
| Financial | Total V. inv. Total C. inv | Total A/P Total A/R | | Accounting Purchasing | V. rec.date V. Ship C.rec.date C. ship Create date Fax | Exp. V.cr. V. cr. C. cr. Rec. cr | NA | NA |

FIG.116E

Fig. 117

| | | |
|----------|----------|----------|
| Fig.117A | Fig.117B | Fig.117C |
|----------|----------|----------|

Company Performance Analysis

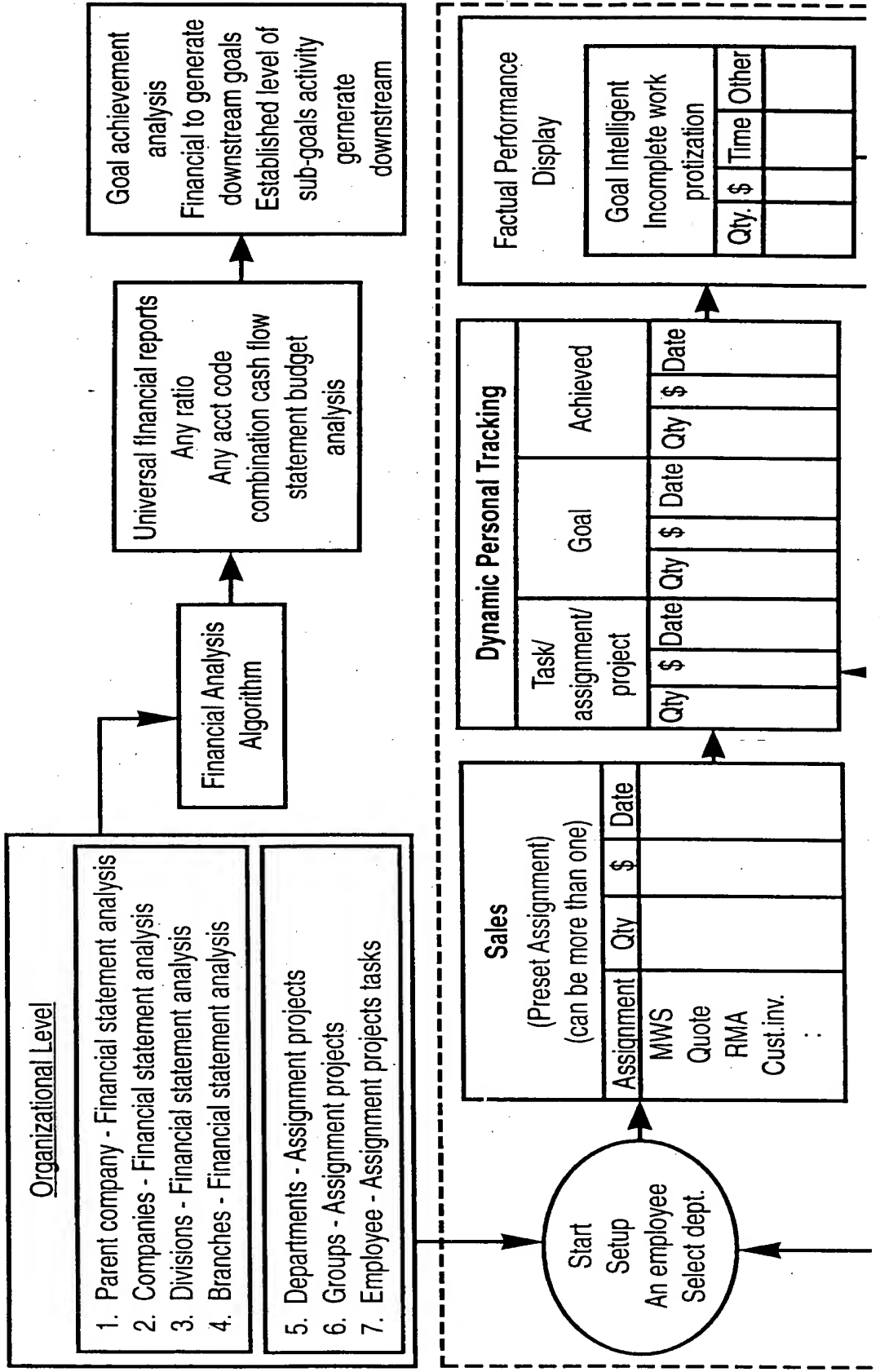


FIG.117A

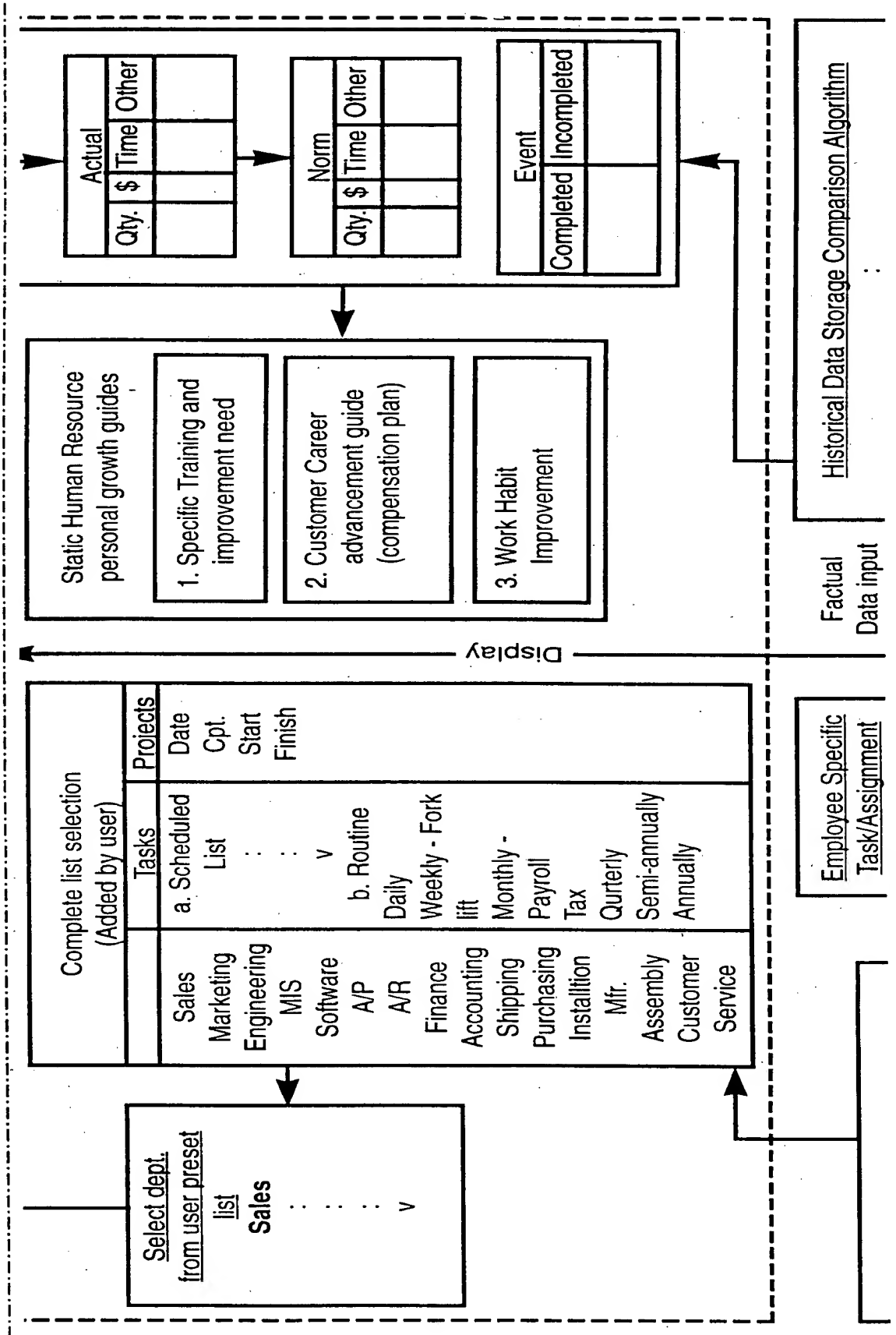


FIG. 117B

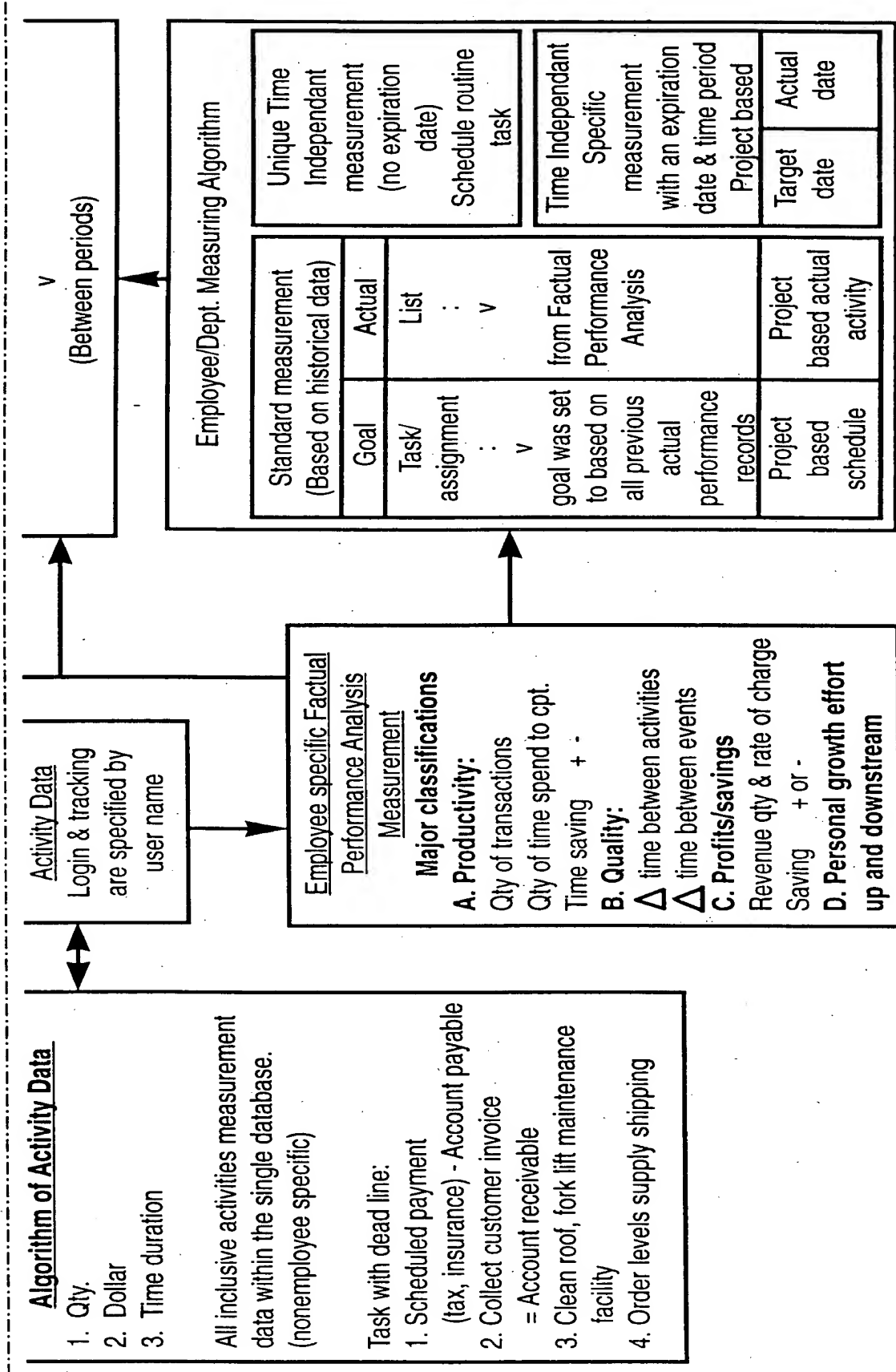


FIG.117C

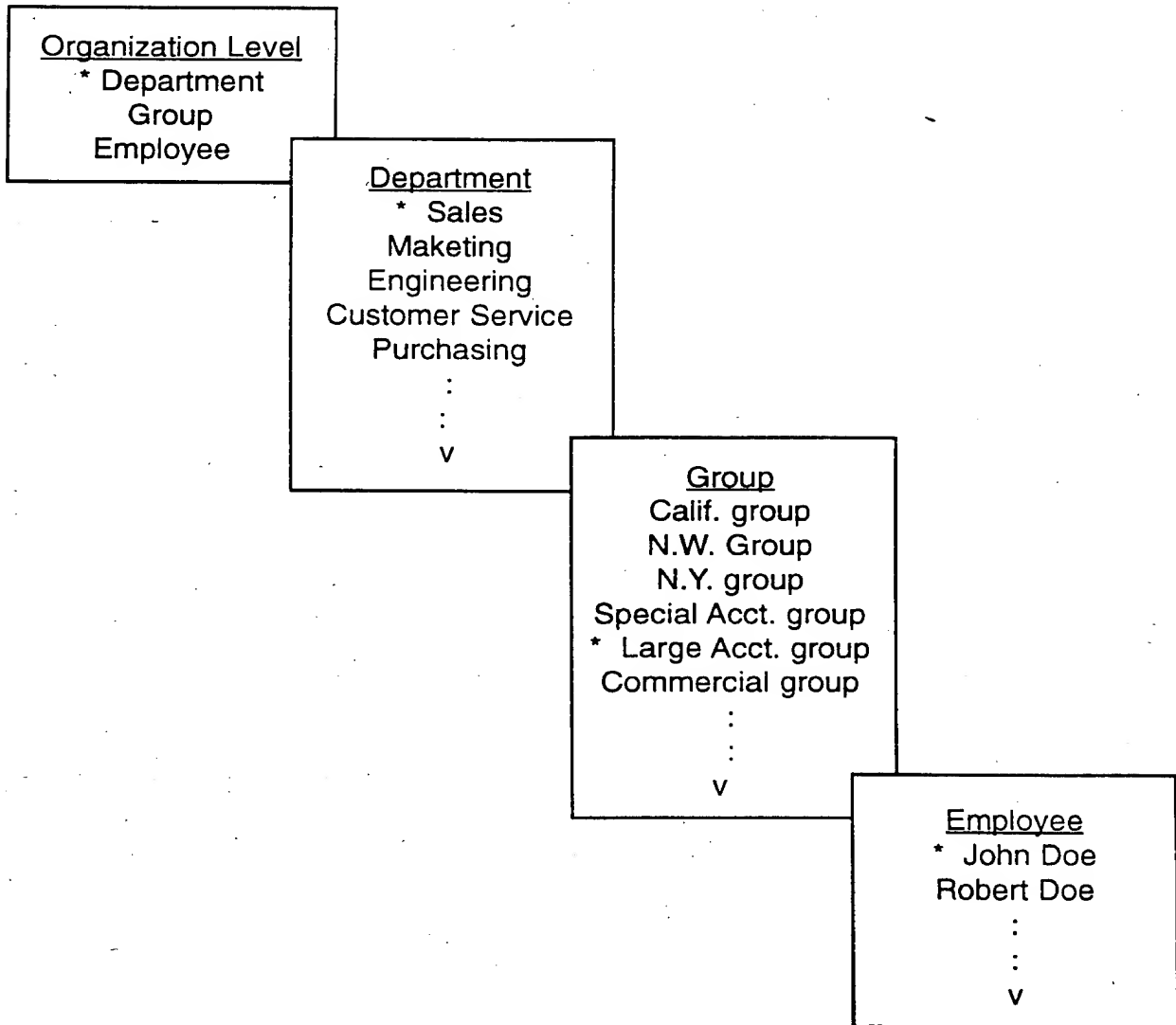


FIG.118

Fig. 119

| | | |
|----------|----------|----------|
| Fig.119A | Fig.119B | Fig.119C |
|----------|----------|----------|

Factual Performance Analysis

Single Period

Sales department
Large Acc't group
John Doe

☐

Static data - double click for static personal data

☐

Per period (daily)(weekly)(monthly)(quarterly)

| Measuring Parameter | Productivity (A) | | | Quality (B) | | Profitability (C) | | Upstream | Downstream |
|------------------------|------------------|----------------|----------------------|---------------------------------|--|--|--|--------------|----------------------|
| | Qty/period (A1) | \$/period (A2) | % profit/period (A3) | Time period (B1) | Accounting C.Cr. memo (B2) | Gross Margin | | | |
| Quotes | | | | PO date Quote date | NA | NA | | Customer | Customer Service |
| MWS | | | | Create date Review date | # of invoice /cr.memo | Commission earned Gross margin | | Customer | Purchasing |
| RMA | | | | Create date Cust. rec'd date | # RMA return for credit # RMA return for exchange | Restocking fee Partial vendor cr.memo | | Inside Sales | Purchasing Receiving |

FIG.119A

Fig. 120

| | |
|----------|----------|
| Fig.120A | Fig.120B |
|----------|----------|

Factual Performance Analysis

Sales department
Large Accl group
John Doe

☐ Static data - double click for static personal data
☐ Per period (daily)(weekly)(monthly)(quarterly)
(Choose a period)

| Measuring Parameter | Period #1 | Period #2 | Period #3 | Period #4 | Period #5 | Period #6 | % growth between period | Avg | Goal | History | Grade | Forecast |
|------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------------|-----|------|---------|-------|----------|
| A/B/C | | | | | | | | | | | | |
| Quotes | | | | | | | | | | | | |
| MWS | | | | | | | | | | | | |
| RMA | | | | | | | | | | | | |


FIG.120A

Fig. 121

| | | |
|----------|----------|----------|
| Fig.121A | Fig.121B | Fig.121C |
|----------|----------|----------|

[illegible]

ADD INVOICES

 **An Invoice with this invoice number is already entered for this payee!**

OK



OK



Historical

Records Return Rel

FIG. 121B

FIG. 121C

Fig. 122

| | | |
|----------|----------|----------|
| Fig.122A | Fig.122B | Fig.122C |
|----------|----------|----------|

FIG. 122A

Fig. 123

| | | |
|----------|----------|----------|
| Fig.123A | Fig.123B | Fig.123C |
|----------|----------|----------|

[illegible]

FIG. 123A

Fig 124

| | | |
|-----------|-----------|-----------|
| Fig. 124A | Fig. 124C | Fig. 124D |
| Fig. 124B | | |

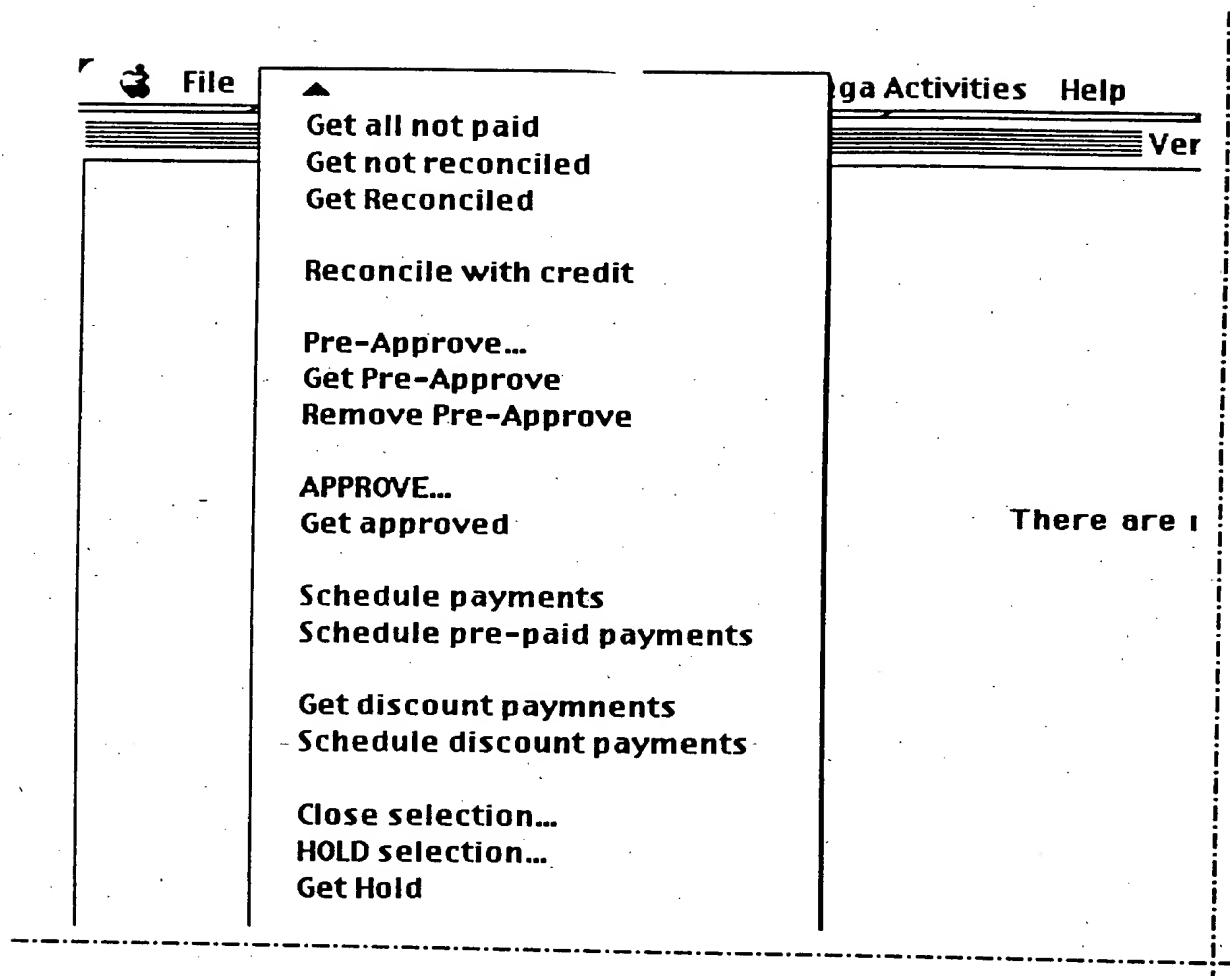


FIG. 124A





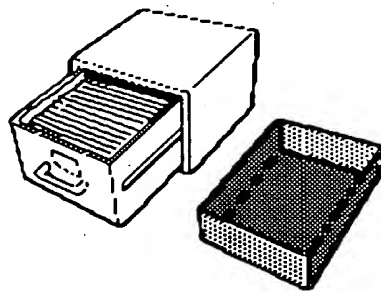
| | | |
|---|---|--|
|  Dupes | <p> Close selection... HOLD selection... Get Hold Reset status back 1... Edit terms/payment/vouchers... Integrity check Temporary notes Update invoice Mark ready for review Get ready to review Mark reviewed Get reviewed Get Tracking Mark for Tracking Remove tracking Tracking notes Current status/Review status Cash flow analysis AP Processing Show Invoice Detail </p> |    New Records Return Rela |
|---|---|--|

FIG. 124B

Invoices: 7 of 27234 (Sales-MWS)

0 selected records for: Ven_Invoices



RelatedSwitch



QuickSwitch

Total Billed

Need to pay

Re

FIG. 124C

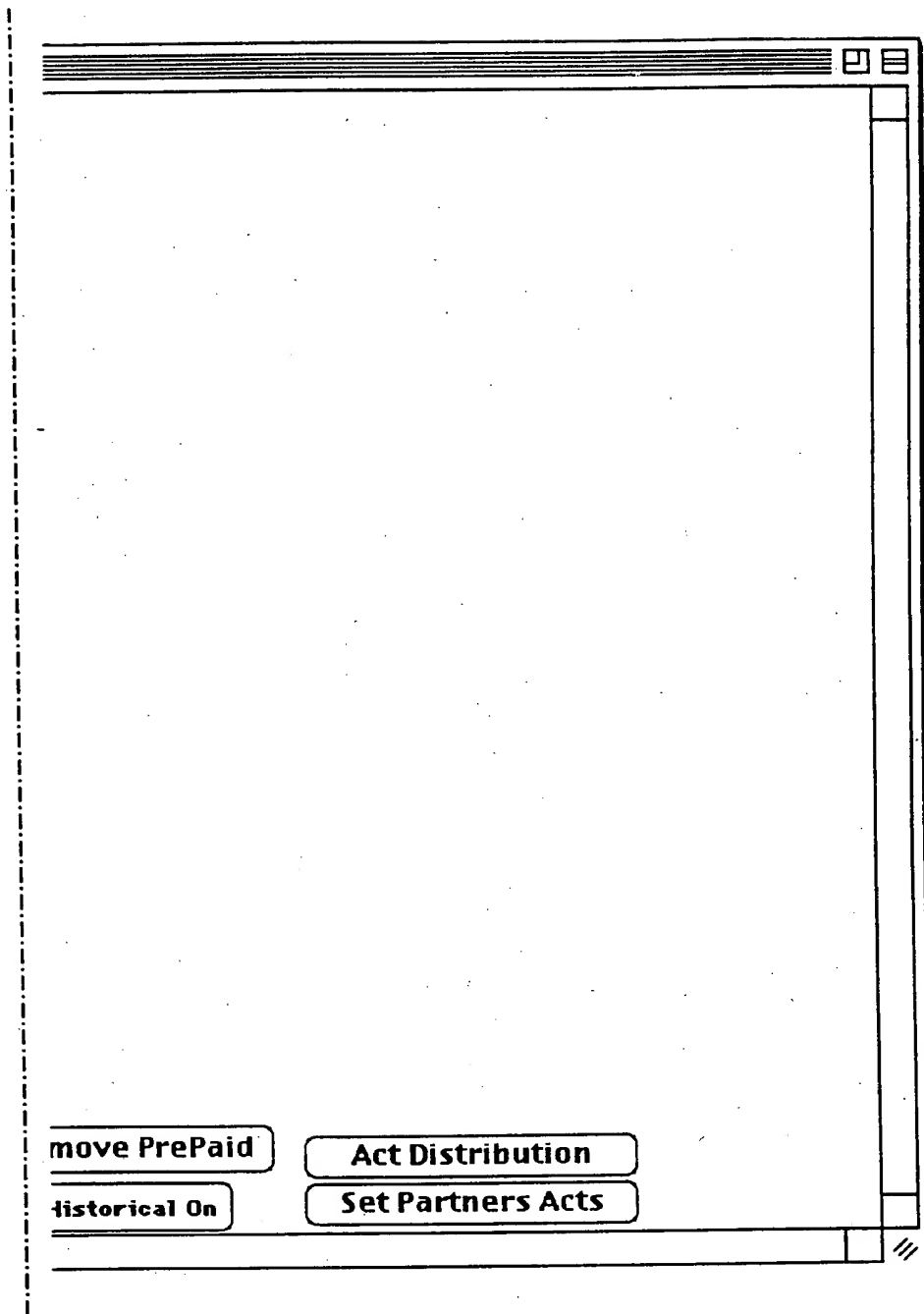


FIG. 124D

Fig 125

| | | |
|-----------|-----------|-----------|
| Fig. 125A | Fig. 125B | Fig. 125C |
| Fig. 125D | | |

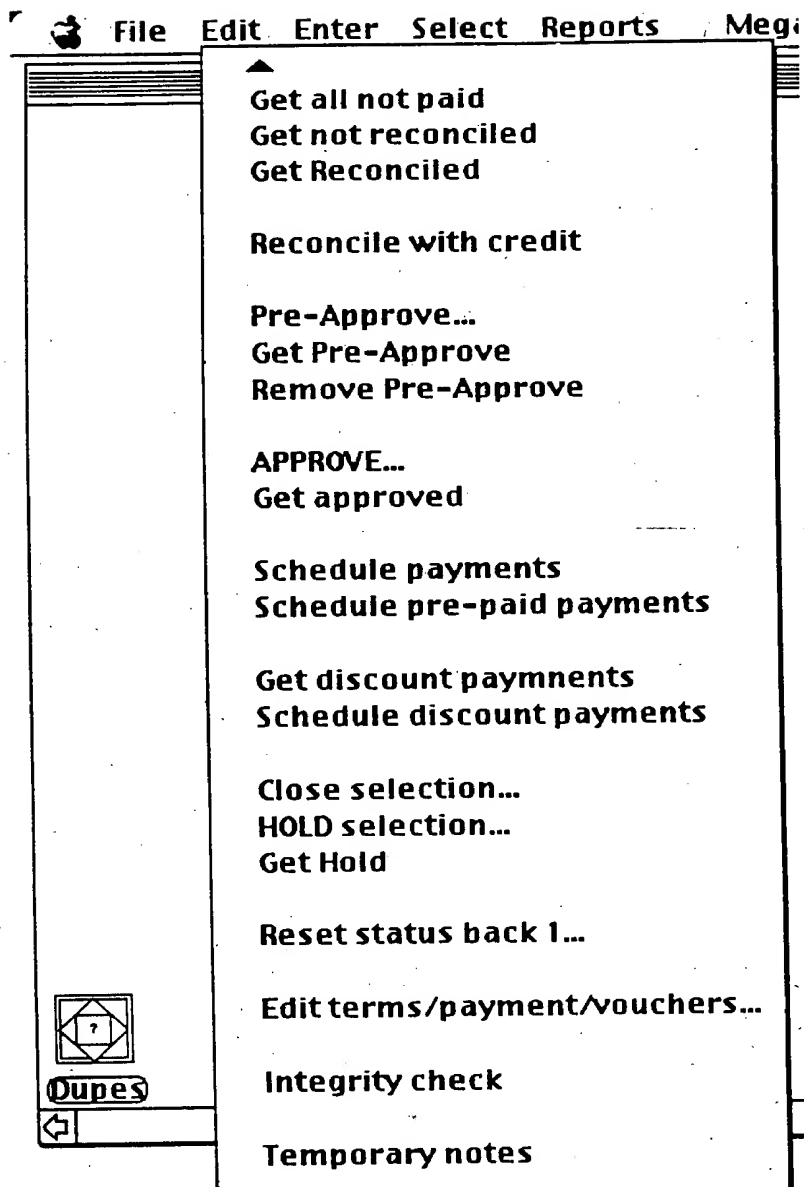
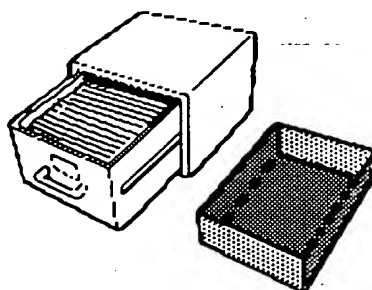


FIG. 125A

a Activities Help

Ven_Invoices: 0 of 26071 (Sales-MW)

There are no selected records for: Ven_Invoice



New Records



Return



RelatedSwitch



QuickSwitch

Total Billed

Need to pay

FIG. 125B

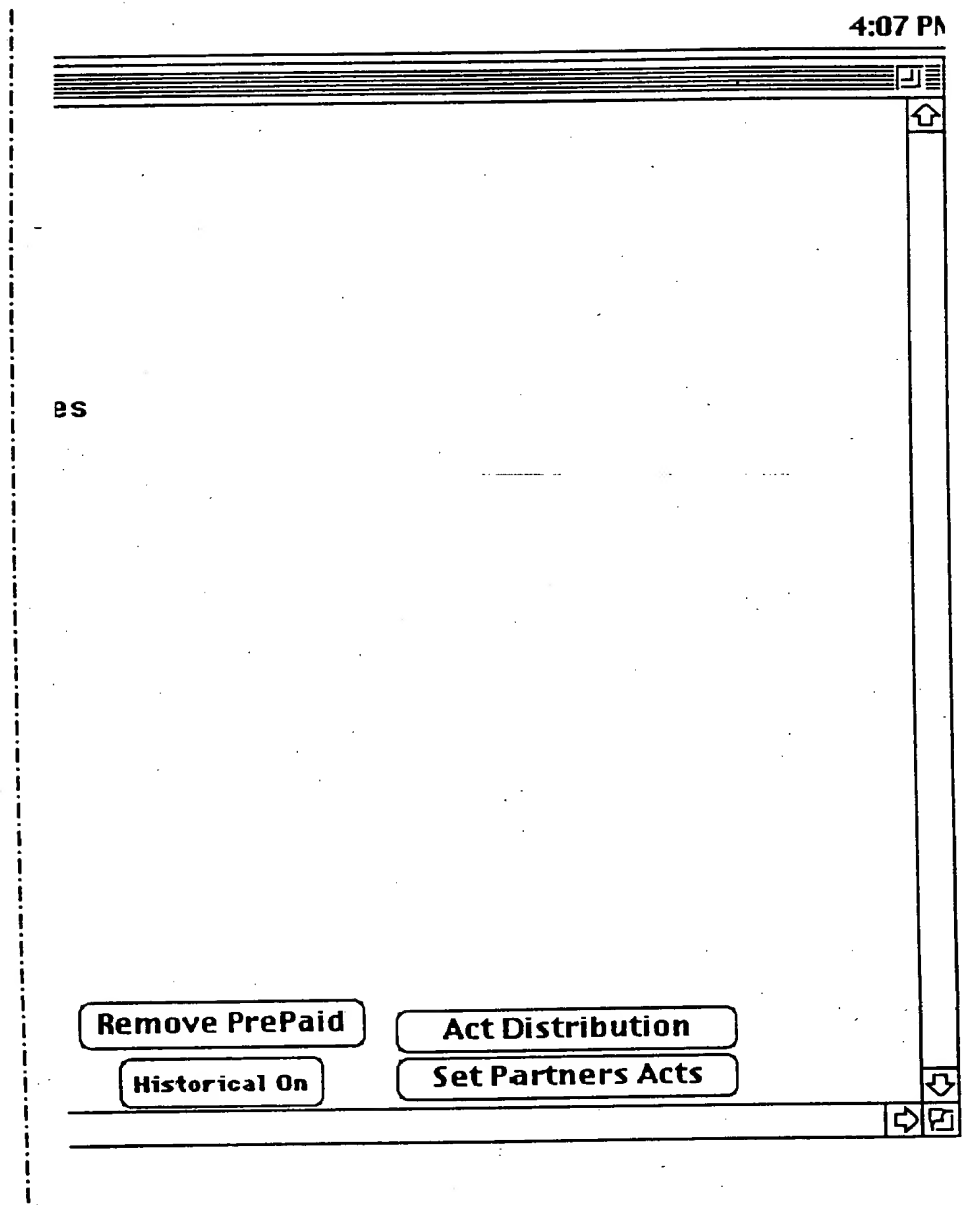


FIG. 125C

Update invoice

Mark ready for review

Get ready to review

Mark reviewed

Get reviewed

Get Tracking

Mark for Tracking

Remove tracking

Tracking notes

FIG. 125D

Fig 126

| | | |
|-----------|-----------|-----------|
| Fig. 126A | Fig. 126C | Fig. 126D |
| Fig. 126B | | |

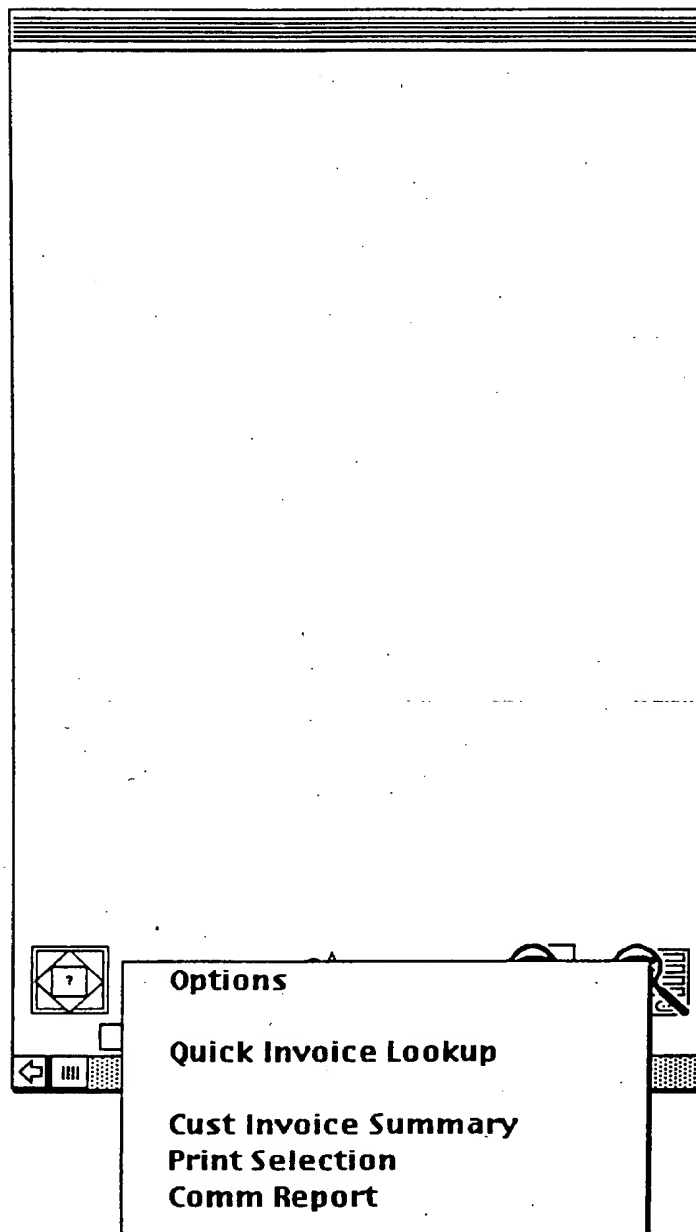


FIG. 126A

Get AR Report selection
Get Not Issued
Get not paid
Get no charge
Get pre-paid

Close - No charge

Split Invoice

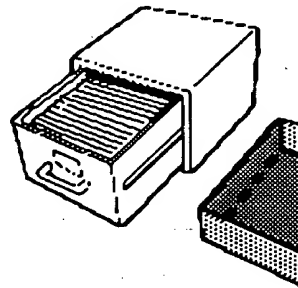
Join 2 Invoices

Issue Invoices

FIG. 126B

Cust_Invoices: 0 of 14573 (

There are no selected records



New Records



Return



RelatedSwitch



QuickSwitch

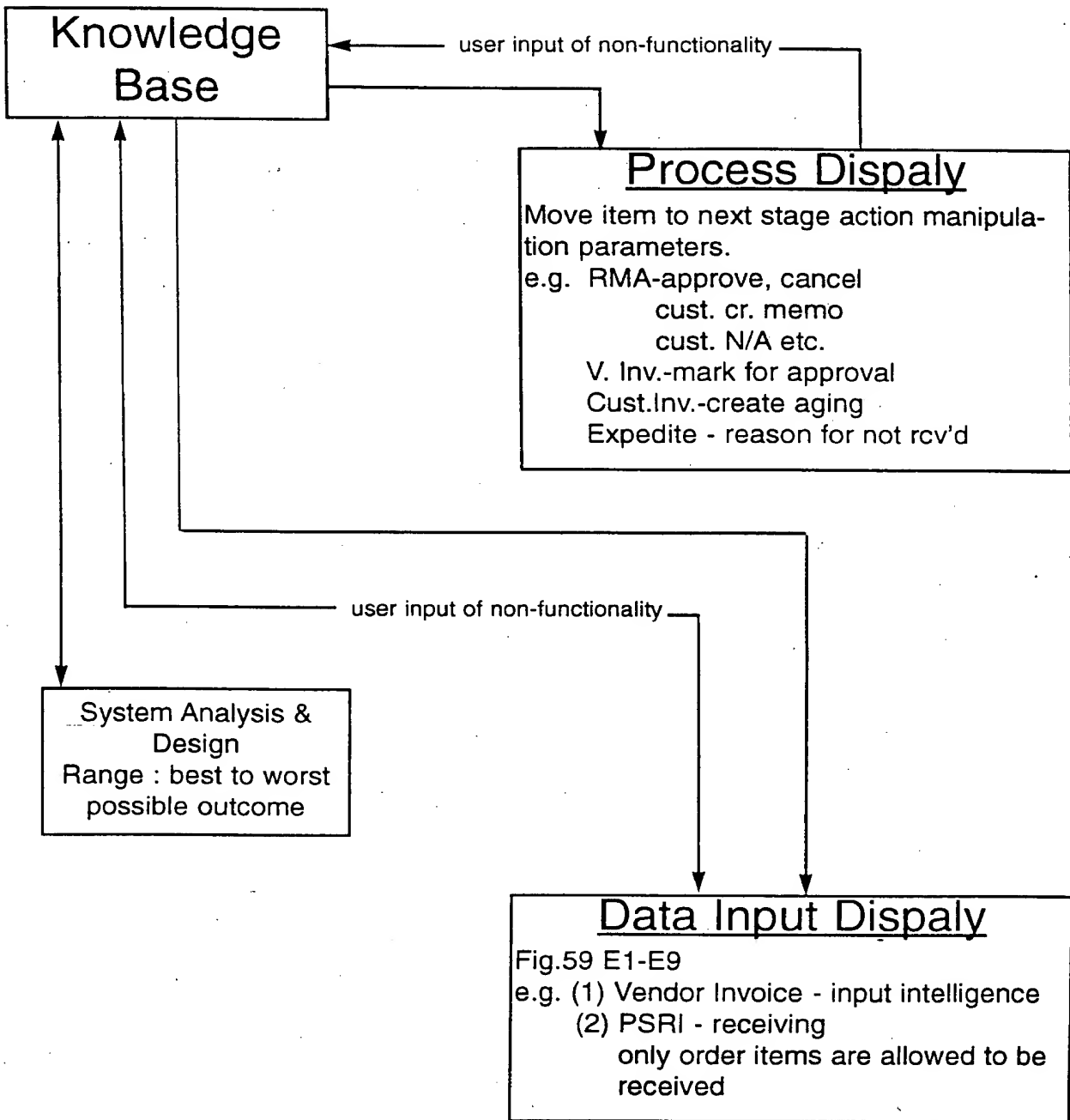
FIG. 126C

(Sales-MWS)

for: Cust_Invoices

| | | | | | |
|-------------|-------------|----------|-----------|---------------|-------|
| Collections | Notes | De-Issue | Sales Adj | Historical On | De |
| No payments | Partial pay | Post | Recalc | Totals | Night |

FIG. 126D

**Fig. 129**